

## **Exhibit 14**

**RIO LINDA UNION SCHOOL DISTRICT  
BEN 144578**

**Voice: 916-566-1725**

**Application Numbers: 480572, 575144, 578905, 574902**

**FRNs: 1589671, 1636144, 1589372, 1589671**

FOR: Fabio Nieto  
Special Compliance Reviewer  
USAC, Schools and Libraries Division  
Phone: 973-581-5045  
Fax: 973-599-6552  
E-mail: [fnieto@sl.universalservice.org](mailto:fnieto@sl.universalservice.org)

Response Due Date: 11/18/2010

Submittal Date: 11/17/2010

**I.**

For 471# **575144** FRN **1589671**, you indicated that the Price, Financial Responsibility and Management Capabilities were scored. Is there a vendor evaluation worksheet that captured these scores and their weighted factors? If **Yes**, please provide this document.

*The worksheet was provided in the response sent on 7/30/2010. A copy is attached here as well. Marketware was the low bidder and showed higher scores overall in technical qualifications. I have no other documentation and only have second hand knowledge that the decision makers were concerned with NMC's financial status at the time, as well as the fact that they did not have some of the certified personnel on staff that was required.*

If **No**, was Network Management Corp's bid disqualified? Yes or No. If **Yes**, please indicate the reason and reference the criteria in the RFP that was not met.

**II.**

For 471# **578905** FRN **1636144**, you confirmed Form 470# 720020000570136 is the correct Establishing Form 470. As I previously stated, this 470# was created in FY 2006 and states an RFP was available. However the RFP you provided appears to be for FY 2007 given the response due date of 2/7/2007. Normally, an RFP is made available in the same FY as the Est 470. Was there a RFP issued for FY 2006 subsequent to the Est Form 470# 720020000570136 and pursuant to which a contract was signed or an agreement was entered into for the services in this FRN? If Yes, please provide a copy of the RFP. If No, please explain why the RFP was created one year after the posting of the Est Form 470.

*As stated in our September response, during the PIA review for the Digital Media System, RLUSD was advised to remove the SmartNet costs from the original FRN #1618069, because the maintenance part of this project was not allowed in an Internal Connection FRN. The maintenance contract that was extended from the FY2006 was with the same service provider and since the pricing was established by the Digital Media System bid, the SmartNet maintenance was removed from the FRN# 1618069 and added to the FRN# 1636144. In a nutshell, the SmartNet Maintenance for portion of the Digital Media System was established through the RFP in FY2007, but was submitted as an addition to the multi-year contract established in FY2006.*

Additionally, the rules of this program require that a signed contract with the service provider be in place at the time of the submission of the FCC Form 471 certification.

*The multi-year maintenance contract was signed prior to the submission of the 471.*

The Contract Award Date ("CAD") shown on the contract that you have provided is **1/15/2007**. You listed the CAD as **2/7/2007** in Block 5, Item 18 for Form 471 Application **578905**, FRN **1636144**.

The renewal of the maintenance contract was 1/15/07, but the addition of the SmartNet maintenance was the 2/7/2007 date.

Is the contract that you have provided the correct contract for FRN 1636144? Yes X No \_\_\_\_

If No, please provide a contract, signed by the applicant and dated. Failure to provide a valid contract may be cause for denial.

### III.

You indicated that FRN **1589372** on 471# **574902** was part of the vendor bid and evaluation worksheet as FRN **1589671** 471# **575144**. If this is correct, you had indicated that the Price, Financial Responsibility and Management Capabilities were scored. Is there a vendor evaluation worksheet that captured these scores and their weighted factors? If **Yes**, please provide this document.

The documents are the same as provided for question I above, since FRN# 1589372 is the second year extension of FRN# 1589671.

If **No**, was Network Management Corp's bid disqualified? Yes or No. If **Yes**, please indicate the reason and reference the criteria in the RFP that was not met.

### IV.

See the separate response document for this question.

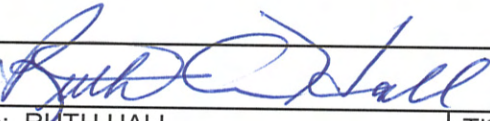
*Certification page follows for these responses...*

Schools and Libraries Division - Correspondence Unit  
30 Lanidex Plaza West, PO Box 685, Parsippany, NJ 07054-0685  
Visit us online at: [www.usac.org/sl](http://www.usac.org/sl)

CERTIFICATION

I certify that I am authorized to make the representations set forth in the responses to the inquiry on behalf of **Twin Rivers Unified School District/ Rio Linda Union School District** the entity represented on and responding to the inquiry, and am the most knowledgeable person with regard to the information set forth therein. I certify that the responses and supporting documentation to the inquiry are true and correct to the best of my knowledge, information and belief. I acknowledge that FCC rules provide that persons who have been convicted of criminal violations or held civilly liable for certain acts arising from their participation in the schools and libraries support mechanism are subject to suspension and debarment from the program. I acknowledge that false statements can be punished by fine or forfeiture under the Communications Act, 47 U.S.C. §§ 502, 503(b), or fine or imprisonment under Title 18 of the United States Code, 18 U.S.C. § 1001 and civil violations of the False Claims Act.

I declare under penalty of perjury that the foregoing is true and correct. Executed on 17th day of November, 2010 at Sacramento, California.

Signature: 		Date: November 17, 2010
Print Name: RUTH HALL		Title: DIRECTOR, PURCHASING
Employer: TWIN RIVERS UNIFIED SCHOOL DISTRICT		
Telephone Number: 916-566-1725		Fax Number: 916-566-1792
Email Address: <a href="mailto:ruth.hall@twinriversusd.org">ruth.hall@twinriversusd.org</a>		
Address: 3222 Winona Way, Suite 200 North Highlands, CA 95660		

FRN 1589671

For original bid in 2005-funding year 2006  
(deducted for funding cap)

BID # RLUSD Y9-01

XXXXXX School District • E-RATE EVALUATION MATRIX

Bidder Company Name		SPIN Number / CMMS	Pass Fail						Technical Qualifications (One or More)												Total Points	
			Legal Firm of Enricher	Location (US Map)	Authorization	Service Proposal	Pricing Schedule	Price	Financial Responsibility	Management Capability	30cm IP Installation Specification	30cm Estimating LOM Specifications	30cm Certified Estimator in Egypt	30cm Certified Solutions Engineer Specialist	30cm Windows Specialist	30cm Cisco Integration Specialist	CCE	CCNP	CCDA	CCNA		Morosh Certified Systems Engineer 2000 (MCISE)
Marketview		CMMS-39570026	P	P	P	73.0128	42,447 \$	300			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	0 or 10	0 or 20
NMC		CMMS-390701125A	P	P	P	73.0153	48,807 \$	200			✓	?	?	0	0	✓	✓	✓	✓	✓	0	0
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Awarded Vendor Name:

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Awarded Vendor Bank Name:

Awarded Vendor Bank Account Number:

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# BID OPENING

E-Rate Year 9

Project: Project 01

February 6, 2006, 10:30 A.M.

Vendor

	C-mas	Non-collusion	CCNP	C.C.I.E	Remaining
Network Mngt.	✓	✓	85.00	95.00	69.00
Marketware	✓	✓	70.00	85.00	30m Microsoft Acdb IP LAN Novell 55.00 80.00



(For Question 11)

FRN 1636144  
\*Smartnet  
Only



Qty	Part Number	Description	Unit Price	Total Price
<b>eRate Eligible Item</b>				
<b>Central Core Equipment</b>				
3	DMS-DME-1000	Cisco Encoder w/ Single Input, Single Processor, Portable		
3	CON-SNT-DMSDME1	SMARTNET 8XSXNBD Cisco Encoder w/ Sngl Input Sngl Prtb	\$12,496.88	\$37,490.63
20	DMS-DME-2000	Cisco Encoder w/ Dual Input, Dual Processor, Studio Level	\$950.40	\$18,908.00
20	CON-SNT-DMSDME2	SMARTNET 8XSXNBD Cisco Encoder w/ Dual Input, Dual Proc	\$24,996.88	\$499,937.50
<b>Content Distribution Mgr</b>				
1	WAE-612-K9	Wide Area Application Engine 612, 2GB MEM, No HDD Incl.	\$1,900.80	\$38,018.00
1	CON-SNT-WAE612	SMARTNET 8XSXNBD Wide Area Application	\$6,875.00	\$6,875.00
<b>Root Content Distribution Mgr</b>				
1	WAE-7326-K9	Wide Area Application Engine 7326, 4GB MEM, No HDD Incl.	\$655.78	\$655.78
1	CON-SNT-WAE7326	SMARTNET 8XSXNBD Wide Area App Eng 7326	\$22,500.00	\$22,500.00
1	SF-CE-732X-TL-5.0	Multicast Client for ACNS 5 for CE/WAE 732X Models	\$1,843.78	\$1,843.78
1	SF-WMSLIC-UNLIM	Unlimited Mbs Windows Media License for ACNS 5.5 or higher	\$1,562.50	\$1,562.50
			\$3,750.00	\$3,750.00
<b>School Site Equipment</b>				
22	WAE-512-K9	Wide Area Application Engine 512, 1GB MEM, No HDD Incl.		
22	CON-SNT-WAE512	SMARTNET 8XSXNBD Wide Area Application	\$3,250.00	\$71,500.00
22	SF-CE-51X-TL-5.0	Multicast Client for ACNS 5, CE/WAE-51X and NM-CE-BP, option	\$285.12	\$6,272.64
22	SF-WMSLIC-100M	100 Mbs Windows Media License for ACNS 5.5 or higher	\$312.50	\$6,875.00
			\$937.50	\$20,625.00
<b>Total (US Dollar) eRate Eligible Items</b>				\$720,755.02
<b>Professional Services</b>				\$55,858.51
15		Install & Configure DMS-2000		
1		Install & Configure Wide Area Application Engine - Central Site	\$750.00	\$11,250.00
22		Install & Configure Wide Area Application Engine - School Site	\$5,000.00	\$5,000.00
			\$1,500.00	\$33,000.00
<b>Total Professional Services</b>				\$49,250.00
<b>Total eRate Eligible Items</b>				\$825,863.53
<b>eRate Ineligible Items</b>				
<b>Central Core Equipment</b>				
1	DMS-DMM3.5-7835-H1	Digital Media Mgr. Base V3.5 Perptl. SW Lic. for MCS-7835-H1		
1	DMS-DMM3.5-VPE	Digital Media Mgr. V3.5 Video Portal Enabler Perptl. SW Lic.	\$10,248.75	\$10,248.75
1	DMS-VP3.5-7825-H2	Cisco Video Portal V3.5 Perptl. SW Lic. for MCS-7825-H2	\$2,998.75	\$2,998.75
1	DMS-VP3.5	Cisco Video Portal Reports V3.5 Perptl. SW Lic.	\$8,998.75	\$8,998.75
1	MCS-7825-H2-DM21	HW Only MCS-7825-H2 w/ 2GB RAM and Two 80GB HD - Portal	\$1,498.75	\$1,498.75
1	CON-SNT-7825H2DM	SMARTNET 8XSXNBD HW Only MCS-7825-H2	\$1,750.00	\$1,750.00
1	MCS-7835-H1-DM21	HW Only MCS-7835-H1 w/ 2048MB RAM and Two 72GB SCSI HD - DMM	\$184.80	\$184.80
1	CON-SNT-7835H1DM	SMARTNET 8XSXNBD HW Only MCS-7835-H1	\$3,000.00	\$3,000.00
2	DISK-SAS-146GB	146 GB SAS Disk Drive for WAE-612	\$316.80	\$316.80
2	DISK-SCSI-300GB	300 GB SCSI Disk Drive for WAE-7326	\$875.00	\$1,750.00
22	DISK-SATA-2-80GB	80 GB SATA-II Disk Drive for WAE-512	\$1,562.50	\$3,125.00
			\$500.00	\$11,000.00
<b>Equipment Sub-Total</b>				\$44,871.60
<b>Professional Services</b>				\$3,477.55
1		Install & Configure Digital Media Manager Server & Software	\$500.00	\$500.00
<b>Professional Services</b>				\$500.00
<b>Total NON-eRate Eligible Items</b>				\$48,849.15
<b>Professional Services Project Total</b>				\$49,750.00
<b>Equipment Project Total</b>				\$765,626.62
<b>Sales Tax Project Total</b>				\$59,336.06
<b>Project Total</b>				\$874,712.68
<b>Project Net Cost after eRate Discount (80%)</b>				\$214,021.86

**eRate Bid**  
**Cisco Digital Media System**  
**BID # RLUSD-Y10-01**

**RIO LINDA UNION SCHOOL DISTRICT**  
**627 L STREET**  
**RIO LINDA, CA 95673**

## eRate Cisco Digital Media System

### BID # RLUSD-Y10-01

#### NOTICE TO BIDDERS

##### Request

The Rio Linda Union School District is requesting bids from Cisco Premier Authorized Vendors for a Cisco Digital Media System. **All** services must be provided solely by a single vendor. The district will **NOT** expect used or refurbished equipment. This contract will cover up to (22) of the District's school sites. Vendors will be required to complete the "Pricing Schedule" (Form Provided) and is required to attached a detailed solution description including proposed equipment list. Rio Linda Union School District reserves the right to seek eRate funding for individual sites.

Pricing must be valid for District purchases prior to eRate funding (July 1, 2007). Rio Linda Union School District may elect to purchase items proposed in any quantity anytime after the award of the contract through June 30, 2010.

The **Rio Linda Union School District** will accept sealed bids in the office of the **Director of Purchasing, 2041 I Street, Rio Linda, CA 95673, on or before 10:30 a.m. PST, February 5, 2007**. If the chosen vendor/bidder refuses or is unable to meet the terms set forth by the Rio Linda Union School District, the Board of Trustees will reject the bid and the award may be given to the next lowest qualified bidder.

*The award of contract is contingent upon the award of funding from the Schools and Libraries Division (eRate) for fiscal year 2007-2008.*

##### Project Description

The District is seeking a "Turn-Key" solutions based on Cisco Systems Digital Media System (VPBX) for 22 School sites. The system will be used to provide digital content to classrooms for distance learning, one-to-many teaching and video aggregation for Internet based VoD content (i.e. United Streaming). The system must provide both live video stream and store and watch options. The following features must be provided in the solution offered:

- 40 (Fixed) Video Input feeds
- 3 (mobile) Video Input feeds
- Support for a minimum of 1000 simultaneous multicast streams.
- Video caching capabilities that support Cable TV, VCR, DVD and Internet source feeds
- Remote viewing access capabilities (i.e. Off-campus viewing for shut-in students via Web Interface)
- Local school site caching capabilities
- Central web portal for both administrative access and student content viewing
- Centralized content management

## INSTRUCTIONS TO BIDDERS

### Vendor Requirements

All companies participating in this bid must meet or exceed all minimum qualification requirements.

All submitted quotes must provide at a minimum, all requested information in this quote document. **Any portion not included will be cause for elimination from the proposal process.** Each response will be reviewed to determine if it is complete prior to actual evaluation. The information shall be organized as indicated in the vendor requirements. Any portions of the submitted proposal, which are to be treated by the District as proprietary and confidential information, must be clearly marked as such. Bidder must have acquired, prior to bid date a Schools and Libraries Corporation SPIN number and be willing to comply with all regulations pertaining to the Universal Service Fund Criteria for eRate service providers.

The District reserves the right to accept or reject all proposals when the rejection is in the best interest of the District. The District reserves the right to award without further discussion. Rio Linda Union School District reserves the right to eliminate from further consideration any response, which is deemed to be substantially or materially unresponsive to the requests for information, contained in this section. The bidder is required to submit all the information in this section to be considered for bid evaluation and award of contract.

#### 1. CMAS

Vendors must submit all approved Multiple Award Schedules that are required for this project. The following California or Multi-State award schedules must be held by the vendor:

- Multiple Award Schedule for Cisco Systems Equipment

#### 2. References

Vendors must include three references; preference will be given to California School District references.

<b>District / Company Name:</b>	Rio Linda Union School District
<b>Address:</b>	627 L Street, Rio Linda CA
<b>Contact Person:</b>	John Baggett
<b>Phone:</b>	916-566-1749
<b>Email:</b>	<a href="mailto:John.baggett@rlusd.org">John.baggett@rlusd.org</a>
<b>District / Company Name:</b>	Aldar Academy
<b>Address:</b>	4436 Engle Rd., Sacramento, CA
<b>Contact Person:</b>	Ed Noskowski

Phone:	(916) 485-9685
Email:	ed@aldaracademy.org
<b>District / Company Name:</b>	Marysville JUSD
Address:	1919 B St., Marysville, CA 95901
Contact Person:	bwilliams@mjUSD.k12.ca.us
Phone:	(530) 749-6103
Email:	bwilliams@mjUSD.k12.ca.us

**3. Unit Rates**

Provide unit rates for the Cisco equipment & support services on "Pricing Schedule" (Form Provided).

**4. Piggyback Extension of Services**

The Vendor agrees to allow the Rio Linda Union School District and other public agencies and school districts in the State of California to purchase additional items, at the same terms and conditions as this BID, during the period of time that this BID is in effect.

Districts and agencies may order additional quantities of items at the rate provided in the quote.

Any liability created by Purchase Orders issued against this agreement shall be the sole responsibility of the district or agency placing the order.

Prices and terms shall remain firm and in effect for 365 days following the award of this bid, unless otherwise specified.

Vendor shall provide to these districts at the same prices and upon the same terms and conditions pursuant to Sections 20118 and 20562 of the California Public Contract Code.

**5. Contract Extension**

The District is requesting that the selected vendor enter into a multi year contract for eRate eligible Cisco digital media system with the option to extend the contract on an annual basis if determined to be in the best interest of the District. The contract shall begin on July 1, 2007 and can be extended on an annual basis for a maximum of 5 years at the sole discretion of the District.

**6. Technical Experience**

Provide a detailed description of your experience and expertise in video analog to digital conversion applications, CODEX and transport of video over an IP network. Describe your company's ability to perform the work requested.

**7. Executive Summary**

The executive summary must include a brief history of the Vendor's background and experience relevant to the objectives and questions in this RFP.

**8. Vendor Information**

Vendors must submit evidence of qualifications as indicated below. Rio Linda Union School District will consider financial, technical and other qualifications or abilities of the Vendors.

- Company size and history, to include an organizational chart and organization type (i.e., sole proprietor, partnership, corporation, etc.)
- Provide names, title, phone number and a brief resume of each individual who will be assigned to this project.
- Please do not include an assortment of brochures in lieu of the specific information requested above.
- Please provide copies of your standard purchase agreement and standard maintenance agreement if available.

**9. Project Management**

Project management provides direction and control of project personnel and a framework for project communications, reporting, procedural and/or contractual activity.

Prior to the start of this project the vendor will designate, in writing, a person who will be your Project Manager and point of contact. All communication will be addressed to the Project Manager who has the authority to act for you in all aspects of the Statement of Work. The Project Manager will perform the following duties:

- Be the primary interface between the Rio Linda Union School District Project Manager and your organization
- Administer project change control with our Project Manager;
- Arrange reasonable and safe access to the project site for project personnel, as required
- Resolve project issues and escalate issues within your organizations required
- Obtain and provide project requirements, data, decisions, and approvals

**10. Client Service/Technical Support**

Vendor is responsible for providing technical support to Rio Linda Union School District's technical staff for a period of one year. On site response time must be less than 8 hours, phone response time less than 2 hours. The vendor is responsible to provide (at no cost) a web based trouble ticket system that has auto escalation capabilities. The vendor is responsible to provide monthly reports to the District with detailed case history as well as summary information.

**Bid Evaluation**

Each response will be reviewed prior to the selection process for completeness and adherence to format. A response will be considered complete if all requested

sections are included in the proper order and properly completed. The company may also provide any and all recommendations for consideration such as installation, maintenance, support and design that is relevant to the total successful solution of the school district's technology needs.

### **Evaluation Criteria:**

1. Most Cost Effective Proposal for Services Requested, including unit prices, labor rates, travel/trip charges, etc. (30%)
2. Technical approach including experience and background qualifications. (20%)
3. Client references. (30%)
4. Proposal preparation and responsiveness to the project requirements (20%)

### **Bid Schedule**

Bid Offered	Posted on RLUSD Web Page: <a href="http://www.rlusd.org">www.rlusd.org</a>
Bid closing	February 5, 2007 at 10:30am PST
Bid opening	Date of bid closing
Vendor Selection	Before 471 filing date
Award of Contract	Contingent upon funding from SLD

## Legal Form of Business Organization

The Business Organization shall check one of the following classifications which fits its type of organization and furnish all information required under that classification:

☐ THE ORGANIZATION IS AN INDIVIDUAL

Individual Name \_\_\_\_\_

☐ THE ORGANIZATION IS AN INDIVIDUAL DOING BUSINESS UNDER A FIRM NAME

Firm Name \_\_\_\_\_

☐ THE ORGANIZATION IS A CO-PARTNERSHIP

The full name of all the partners

\_\_\_\_\_

[ **X** ] THE ORGANIZATION IS A CORPORATION

Full Name of Corporation **Marketware Technologies, Inc.**

Incorporation is the state of **California**

How long in Business: **24 Years**

## CONTRACT SERVICES PROPOSAL

BID # RLUSD-Y10-01

Date: February 1, 2007

TO THE BOARD OF TRUSTEES

RIO LINDA UNION SCHOOL DISTRICT

SACRAMENTO, CALIFORNIA

Pursuant to your Notice to Vendors and in compliance with the Instructions to Vendors the undersigned having carefully examined the Bid Documents and hereby proposes and agrees to furnish any and all required services as requested under this contract by the Rio Linda Union School District.

**Contract Services for**  
**Rio Linda Union School District**  
BID # RLUSD-Y10-01

Company Name	Marketware Technologies
Service Provider Identification Number	143012276
Address	3840 Rosin Ct., Suite 100
City	Sacramento
State / Zip Code	CA 95834
Telephone / Fax	916.925.3337
Printed Name / Title	Richard Reece / Vice President
Signature	

Attention: Bids are not valid unless signed by the person making the bid.



# RIO LINDA UNION SCHOOL DISTRICT

627 L STREET  
RIO LINDA, CA 95673  
916-991-1704 Fax 916-991-6759

MARKETWARE TECH  
SACRAMENTO CA 95834

# PURCHASE ORDER (for Question 11)

PURCHASE ORDER # 084561

SHIP PREPAID TO:  
RIO LINDA UNION SCHOOL DISTRICT  
3200 HOWARD STREET BLDG. 354  
MCCLELLAN, CA 95652  
916-566-1618, FAX - 916-640-8159

Phone: (916) 925-3337 Fax: (916) 925-4877

DELIVERY 7:00 A.M. - 12 NOON & 1-3 PM

WARRANT NO.:

DATE MAILED:

DATE ISSUED:	ORIGINATED BY:	CHARGE TO:	REQ. NO.	TERMS	VENDOR CODE
03/28/2008	TECHNOLOGY	TECHNOLOGY	002712	NET	011718

QTY	UNIT	DESCRIPTION	UNIT PRICE	TOTAL
1	EACH	CISCO DIGITAL MEDIA SYSTEM @ 22 SITES, EQUIPMENT MATERIALS & LABOR PER E-RATE BID Y10-01 - 83% DISCOUNT (SEE ATTACHED)	765,626.62	765,626.62
		1) FUNDING REQUEST #1618069 FORM 471#578905 PER DISCOUNT AMOUNT FUNDING COMMITMENT	<i>HARDWARE</i> <i>772,382.04</i> <i>SLD</i> <i>641,077.09</i> <i>Budget</i>	
		2) FUNDING REQUEST #1636144 FORM 471#578905 PRE DISCOUNT AMOUNT \$53,481.48 FUNDING COMMITMENT \$44,389.63	<i>SmartNet only</i> <i>Added to Maint. Contract</i>	
		3) NON E-RATE ELIGIBLE ITEMS \$48,849.15		
1	EACH	PROFESSIONAL SERVICES	49,750.00	49,750.00

RUTH ANN HALL, DIRECTOR OF PURCHASING

Authorized Agent: *Ruth Ann Hall*

SUBTOTAL 815,376.62

SALES TAX 59,336.06

The Purchase Order number must appear on all related correspondence, shipping papers, and invoices:

TOTAL 874,712.68

BUDGET CODE	ENCUMBRANCE	INVOICE NO.	P F	INVOICE AMT
01-0000-0-5600-282-0000-7200-000-000		49,750.00		
01-0000-0-4300-282-0000-7200-000-000		824,962.68		
		874,712.68		

VENDOR COPY

# **E-Rate Basic Maintenance**

**BID # RLUSD-Y9-01**

**MULTI-YEAR CONTRACT**

**RIO LINDA UNION SCHOOL DISTRICT**

**627 L Street**

**Rio Linda, CA 95673**

## E-Rate Basic Maintenance BID # RLUSD-Y9-01

### NOTICE TO BIDDERS

#### Services Summary:

The Rio Linda Union School District is soliciting bids from CMAS vendors that can provide a basic maintenance contract for routine maintenance on all network equipment eligible for support under the "Eligible Services" list of the E-Rate program. Items are to include, but not limited to, Network File Servers, Wireless Access Points, Routers, Switches, Telephony devices, and gateways. The Rio Linda School District is soliciting quotes from CMAS vendors that can provide basic maintenance following all terms and conditions applied by the CMAS contract unless otherwise stated.

All services must be provided solely by a single vendor. This contract will cover up to (22) school sites and the District hub site. Vendors will be required to provide hourly rates for scheduled maintenance for each "work Type" listed on "Pricing Schedule" (Provided). Established needs and past experiences indicate that this will mean a minimum of 20 hours per week per site. Rio Linda School District reserves the right to seek E-Rate funding for individual sites based on Discount rates.

The intent of this document is to define and establish requirements for basic maintenance of systems listed as eligible services.

Pricing must be valid for District purchases prior to E-Rate funding. Rio Linda Union School District may elect to purchase services proposed in any quantity anytime after the award of the contract through June 30, 2009.

The Rio Linda Union School District will accept sealed bids in the office of the **Director of Purchasing, 2041 I Street, Rio Linda, CA 95673, by 10:30 a.m. PST, February 6, 2006.** If the chosen vendor/bidder refuses or is unable to meet the terms set forth by the Rio Linda Union School District, the Board of Trustees will reject the bid and the award may be given to the next lowest qualified bidder.

The award of this contract may be contingent upon the award of funding from the Schools and Libraries Division (E-Rate) for fiscal year 2006-2007.

#### Eligible Services:

- Network File Servers (DHCP, DNS, E-mail, Terminal Servers & Web)
- Telephone Systems
- Voice Mail Systems
- Routers
- Switches
- Tape Backup Units
- Uninterruptible Power Systems (UPS)
- Access Points (Wireless LAN)
- VPN Equipment
- Network Infrastructure Cabling & equipment
- Firewall
- Network Gateway Devices

### INSTRUCTIONS TO BIDDERS

#### Vendor Requirements:

All companies participating in this bid must have approved California Multiple Award Schedules (CMAS). The vendor must meet or exceed all minimum qualification requirements. All terms and conditions applied by the CMAS contract will be followed by this contract unless otherwise stated.

All submitted quotes must provide at a minimum, all requested information in this quote document. **Any portion not included will be cause for elimination from the proposal process.** Each response will be reviewed to determine if it is complete prior to actual evaluation. The information shall be organized as indicated in the vendor requirements. Any portions of the submitted proposal, which are to be treated by the District as proprietary and confidential information, must be clearly marked as such. Bidder must have acquired a Schools and Libraries Corporation SPIN number and be willing to comply with all regulations pertaining to the Universal Service Fund Criteria for E-Rate service providers.

Rio Linda Union School District reserves the right to accept or reject all proposals when the rejection is in the best interest of the District. The District reserves the right to award without further discussion. The District reserves the right to eliminate from further consideration any response, which is deemed to be substantially or materially unresponsive to the requests for information, contained in this section. The bidder is required to submit all the information in this section to be considered for bid evaluation and award of contract.

1. Vendors must submit all approved Multiple Award Schedules that are required for this project. The following California or Multi-State award schedules must be held by the vendor:
  - Multiple Award Schedule for Services
2. Vendors must include three references; preference will be given to School District references.

<i>District / Company Name:</i>	Rio Linda Union School District
<i>Address:</i>	2041 I St. Rio Linda, CA 95673
<i>Contact Person:</i>	John Baggett
<i>Phone:</i>	(916) 566-1749
<i>Email:</i>	john.baggett@rlusd.org
<i>District / Company Name:</i>	Washington Unified School District
<i>Address:</i>	930 Westacre Road West Sacramento, CA
<i>Contact Person:</i>	Eric Bauer
<i>Phone:</i>	(916) 375-7604
<i>Email:</i>	ebauer@wusd.k12.ca.us
<i>District / Company Name:</i>	Woodland Joint Union School District
<i>Address:</i>	630 Cottonwood St. Woodland, CA 95695
<i>Contact Person:</i>	Jerome Day
<i>Phone:</i>	(530) 662-0201
<i>Email:</i>	jday@wjusd.org

3. Timely availability (Vendor MUST be located within a 50 mile radius of the District office or the network core.)

4. Hourly Rates

Provide hourly services rates for all "Work Types" on Pricing Schedule (Form Provided).

5. Piggyback Extension of Services

The Vendor agrees to allow the Rio Linda Union School District and other public agencies and school districts in the State of California to purchase additional items, at the same terms and conditions as this BID, during the period of time that this BID is in effect.

Districts and agencies may order additional quantities of service hours at the rate provided in the quote.

Any liability created by Purchase Orders issued against this agreement shall be the sole responsibility of the district or agency placing the order. Prices and terms shall remain firm and in effect for 365 days following the award of this bid, unless otherwise specified.

Vendor shall provide Basic Maintenance to these districts at the same prices and upon the same terms and conditions pursuant to Sections 20118 and 20562 of the California Public Contract Code.

6. Contract Extension

The District is requesting that the selected vendor enter into a multi year contract for Basic Maintenance Services at each site with the option to extend the contract on an annual basis if determined to be in the best interest of the District. The contract shall begin on July 1, 2006 and can be extended on an annual basis for a maximum of 3 years at the sole discretion of the District. For Year 2 and beyond, if different from Year 1, provide rates for basic maintenance services.

7. Termination

In the event of failure by either party to perform the duties of this contract, the contract may be terminated by either party thirty (30) days after written intent is communicated to the other party.

8. Financial and Management Capabilities Information

1. The vendor must demonstrate adequate financial resources to perform the contract. The bidder must provide CPA reviewed financial statements for year 2004 and Mid-Year statements for year 2005 giving the District enough information to determine financial stability.
2. The bidder shall submit a company profile; an organization chart; a statement of qualifications; vendor relationships; copies of 3Com, Cisco, Microsoft, and similar authorizations; and Resume of experience in IT and formal education background of key members of Management. The chosen vendor must have a solid management team. Include information that demonstrates experience with K-12 education clients. Prior experience working with a school district will be given preference. Formal education in management and/or project management will be given preference.

## 8. Technical Qualifications

The District has a large complex network. Therefore, the vendor must demonstrate breadth in technical expertise on staff. The following certified individuals and company certifications / specializations will be given preference (Include copies of authorizations and certificates)

- 3Com IP Telephony Specialization
- 3Com Enterprise LAN Specialization
- 3Com Certified Individual(s)
  - 3Com Certified Enterprise LAN Specialist or Expert
  - 3Com Certified Solutions Expert
  - 3Com Certified Wireless Specialist
  - 3Com Certified IP Telephony Specialist
- Novell Certified Individual(s)
  - Certified Novell Engineer (CNE)
- BICSI Certified Individual(s)
  - RCDD
- Cisco Certified Individual(s)
  - Cisco Certified Network Professional (CCNP)
  - Cisco Certified Network Associate (CCNA)
  - Cisco Certified Design Associate (CCDA)
  - Cisco Certified Internetwork Expert (CCIE)
- Microsoft Certified Individual(s)
  - Microsoft Certified Systems Engineer 2000 (MCSE)

## Bid Evaluation

Each response will be reviewed prior to the selection process for completeness and adherence to format. A response will be considered complete if all requested sections are included in the proper order and properly completed. The company may also provide any and all recommendations for consideration such as installation, maintenance, support and design that is relevant to the total successful solution of the school district technology needs.

### Evaluation Criteria:

1. Vendor's cost, including unit prices, labor rates, travel/trip charges, etc. (30%)
2. Vendor's overall capabilities based upon manufacturer authorizations and staff certifications.(25%)
3. Vendor's Financial Strength (20%)
4. Management Capabilities and Client References (25%)

### Bid Schedule:

Bid Offered	Posted on RLUSD Web Page: <a href="http://www.rlusd.org">www.rlusd.org</a>
Bid closing	February 6, 2006 at 10:30am PST
Bid opening	Date of bid closing
Vendor Selection	Before 471 filing date
Award of Contract	Contingent upon funding from SLD

## **Basic Maintenance - Scope of work**

The District is seeking basic maintenance support on all District E-Rate eligible equipment at up to 22 selected sites. Basic maintenance includes repair and upkeep of eligible hardware, wire and cable maintenance, basic technical support and configuration changes. Detailed accounting of hours will be required of the successful bidder for all services rendered under this contract. Bidders shall show unit costs for engineering support on an hourly basis. All expenses must be included in the unit/extended costs. It may be required that the selected bidder perform maintenance services after normal business hours. Unit costs shall take into account after hours work. The District will make no additional compensation to the selected vendor for these after-hour services.

## **Existing Systems**

Rio Linda Union School District has 22 schools sites and 1 administrative site. The District has implemented a Wide Area Network (WAN) via T-1 Services to all sites and Gigabyte service to the Internet via the Sacramento County office of Education (ISP). The WAN links sites with the District Office. Each site has a Local Area Network (LAN) with Novell file servers and Wireless Access Points, Campus LAN's have a fiber backbone operating at Gigabyte speeds and 100-Base-T to the desktop. Each site has a 3Com NBX IP Telephony system.

## Legal Form of Business Organization

The Business Organization shall check one of the following classifications which fits it's type of organization and furnish all information required under that classification:

☐ THE ORGANIZATION IS AN INDIVIDUAL

Individual Name \_\_\_\_\_

☐ THE ORGANIZATION IS AN INDIVIDUAL DOING BUSINESS UNDER A FIRM NAME

Firm Name \_\_\_\_\_

☐ THE ORGANIZATION IS A CO-PARTNERSHIP

The full name of all the partners

\_\_\_\_\_

☒ THE ORGANIZATION IS A CORPORATION

Full Name of Corporation Marketware, Inc.

Incorporation is the state of California

How long in Business: 24 Years, Since 1982

NONCOLLUSION AFFIDAVIT TO BE EXECUTED  
BY BIDDER AND SUBMITTED WITH BID

STATE OF CALIFORNIA )  
County of Sacramento )SS

Richard Reece, after first being by me  
duly sworn, declares that:

He or she is Vice President of Marketware, Inc the  
party making the foregoing bid, that the bid is not made in the interest of, or on behalf of, any  
undisclosed person, partnership, company, association, organization, or corporation; that the  
bid is genuine and not collusive or sham; that the bidder has not directly or indirectly induced  
or solicited any other bidder to put a false or sham bid, and has not directly or indirectly  
colluded, conspired, connived, or agreed with any bidder or anyone else to put in a sham bid,  
or that anyone shall refrain from bidding; that the bidder has not in any manner, directly or  
indirectly, sought by agreement, communication, or conference with anyone to fix the bid  
price of the bidder or any other bidder, or to fix any overhead, profit, or cost element of the  
bid price, or of that of any other bidder, or to secure any advantage against the public body  
awarding the contract of anyone interested in the proposed contract; that all statements  
contained in the bid are true; and, further, that the bidder has not, directly or indirectly,  
submitted his or her bid price or any breakdown thereof, or the contents thereof, or divulge  
information or data relative thereof, or paid, and will not pay, any fee to any corporation, or  
to any member or agent thereof to effectuate a collusive or sham bid.

*Richard E. Reece*  
Signature of Bidder

Subscribed and sworn before me by Richard Reece  
this 3rd day of February, 2006.

(SEAL)

*Maxine Ruby Gonsalves*  
NOTARY PUBLIC  
Notary Public



## CONTRACT SERVICES PROPOSAL

BID # RLUSD-Y9-01

Date: 2/6/2006

TO THE BOARD OF TRUSTEES  
RIO LINDA UNION SCHOOL DISTRICT  
SACRAMENTO COUNTY, CALIFORNIA

Pursuant to your Notice to Vendors and in compliance with the Instructions to Vendors the undersigned having carefully examined the Bid Documents and hereby proposes and agrees to furnish any and all required maintenance agreement services as requested under this contract by the RIO LINDA UNION School District.

### RIO LINDA UNION SCHOOL DISTRICT

#### **Pricing Schedule**

BID # RLUSD-Y9-01

Work Type	Hourly Rate
3Com IP Telephony Specialist	80.00
3Com Enterprise LAN Specialist	80.00
3Com Enterprise Wireless Specialist	55.00
Microsoft Certified Systems Engineer 2000 (MCSE)	55.00
Cisco CCDA/CCNA	65.00
Cisco CCNP	70.00
Cisco CCIE	85.00
Novell CNE	80.00
RCDD	55.00

**Contract Services for Basic Maintenance**  
**RIO LINDA UNION SCHOOL DISTRICT**  
**BID # RLUSD-Y9-01**

The undersigned hereby certifies that this Bid is genuine and not collusive, or made in the interest or behalf of any person not herein named.

Company Name Marketware Technologies

Service Provider  
Information Number 143012276

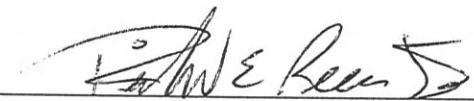
Address 819 Striker Avenue Suite 16

City Sacramento

State / Zip Code CA 95834

Telephone / Fax (916) 925-3337 (916) 925-4877

Printed Name / Title Richard Reece Vice President

Signature 

Attention: Bids are not valid unless signed by the person making the bid.



FRN# 1589372

471# 574902

470 # 720020000570136

(for Question  
111)

Re: eRate Basic Maintenance – Contract Extension  
To: Rio Linda Union School District

Marketware Technologies is please to extend our eRate Basic Maintenance contract to the Rio Linda Union School District eRate Year 10 (2007). The existing contract allows for up to three 1-year extensions.

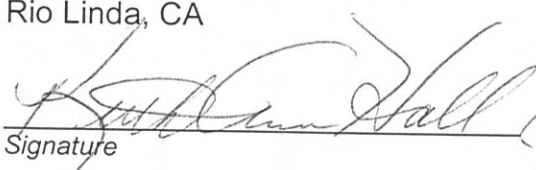
The acceptance and extension period of this contract shall begin July 1, 2007 through June 30, 2008. This contract shall be fully executed on receipt of PO from Rio Linda Union School District.

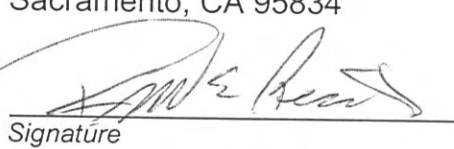
Contract Amount \$ 461,049.00

#### Contract Acceptance

Rio Linda Union School District  
627 L. Street, Rio Linda, CA  
Rio Linda, CA

Marketware Technologies  
3840 Rosin Ct., Suite 100  
Sacramento, CA 95834

  
Signature

  
Signature

Ruth Hall, Director of Purchasing  
Printed Name, Title

Richard Reece, Vice President

1/9/2007  
Date

1/6/2007  
Date

FRN 1589671

For original bid in 2005 - funding year 2006 (decided for funding cap)

XXXXX School District • ENHANCE EVALUATION MATRIX

		Pass Fail										Technical Qualifications (One or More)										Total Points																																																																																																																																																																																																																																																																		
Bidder Company Name	SPIN Number / CMAS	Legal Firm of business	Location (City/State)	Anticipation	Services Proposed	Prizing schedule	Price	Financial Responsibility	Management Capabilities	30cm or 100ft deeping Specification	30cm or 100ft deeping Specification	30cm or 100ft deeping Specification	30cm or 100ft deeping Specification	30cm or 100ft deeping Specification	30cm or 100ft deeping Specification	30cm or 100ft deeping Specification	30cm or 100ft deeping Specification	30cm or 100ft deeping Specification	30cm or 100ft deeping Specification	30cm or 100ft deeping Specification	30cm or 100ft deeping Specification	30cm or 100ft deeping Specification	30cm or 100ft deeping Specification	30cm or 100ft deeping Specification	30cm or 100ft deeping Specification	30cm or 100ft deeping Specification	30cm or 100ft deeping Specification	30cm or 100ft deeping Specification	30cm or 100ft deeping Specification	30cm or 100ft deeping Specification	30cm or 100ft deeping Specification	30cm or 100ft deeping 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AWARD OF CONTRACT INFORMATION

Awarded Vendor Name:		Awarded Vendor Address:		Awarded Vendor Points:	
Awarded Vendor Contact Name:					

**E-Rate Year: 0**

401

February 6, 2006, 10:30 A.M.

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Company Name

**3Com IP  
Telephony  
Specialist**

3Com  
Enterpris  
LAN  
Specialis

3Com  
Enterprise  
Wireless  
Specialist

Cisco  
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SCIENCE N

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